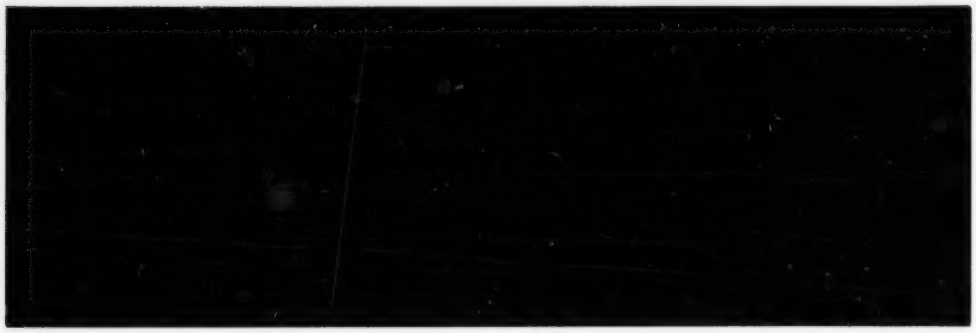
FUNDY REGION

Development Commission Inc.



Representing: St. Stephen, St. Andrews, St. George, Grand Bay, Saint John, Hampton and Sussex, New Brunswick.

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FUNDY REGION

PROFILE

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INTRODUCTION

Located in the southern part of Canada's Province of New Brunswick along the Bay of Fundy coast, the Fundy Region covers Charlotte, Saint John and Kings counties and includes the major communities of Saint John, St. Stephen, St. Andrews, St. George, Grand Bay, Hampton and Sussex. To the west, the region runs along the Canadian-United States border and is close to many large North American markets.

The Fundy Region was first settled by the English and French in the 1700's and soon began to prosper. Due to an abundance of natural resources, early economic development revolved around logging and shipbuilding, fishing, agriculture, trade and manufacturing.

Today the region's economy revolves around several industries including forest products, shipbuilding, mining, manufacturing, fishing/aquaculture, food processing, agriculture, tourism and retail/service.

There are approximately 300 manufacturers and processors, and 3500 retail and service companies, 95 percent of which are small businesses.

A skilled work force and other advantages such as market proximity, natural resource base, abundant industrial land, two ports, and life-style make the region attractive to business prospects.

POPULATION

The population of the Fundy Region is 165,585. The region is officially bilingual, but has a predominantly English-speaking population of 158,040 (95.4%).

Age Group	Male	Female	Total
0-4	5,970	5,810	11,780
5-9	6,320	5,905	12,225
10-14	6,760	6,570	13,330
15-19	6,980	6,720	13,700
20-24	7,110	7,420	14,530
25-34	13,570	4,240	27,810
35-44	10,995	11,185	22,180
45-54	7,395	7,550	14,945
55-64	6,985	7,710	14,695
65-74	5,265	6,850	11,115
75 +	2,870	5,410	8,280
TOTAL	80,215	85,370	165,585

Fundy Region - Age/Sex Breakdown*

* Figures may vary due to rounding off by Statistics Canada

Source: Statistics Canada: Selected Characteristics for User Defined Areas, 1986 Census, publication No. SF3126.

BUSINESS /INDUSTRIAL BASE

In 1986, Statistics Canada estimated the Fundy Region labour force to be 126,385 (i.e. employable males and females 15 years and over) which accounts for approximately 25% of the provincial labour force.

The following provides a breakdown by industry division of the number of those in the labour force who are employed.

Industry Division	**Total Labour**
Agriculture and related services	1,270
Fishing and trapping	995
Logging and forestry	805
Mining/quarrying	935
Manufacturing	11,995
Construction	5,105
Transportation and storage	4,110
Communication and other utilities	3,775
Wholesale and trade	3,570
Retail trade	9,900
Finance, and insurance	2,090
Real Estate and insurance agents	1,235
Business services	2,400
Government	4,965
Educational	4,310
Health and social services	7,500
Accommodation, food and beverage	4,780
Other services	4,775
TOTAL	**74,515**

* Figures may vary due to rounding off by Statistics Canada.

Source: Statistics Canada: Selected Characteristics for User Defined Areas, 1986 Census, publication No. SF3126.

Fishing - Fishing and related services have always been very important to the economy of Charlotte County and the region in general. In 1988 the region generated a total catch of 56 metric tonnes with a value of $24 million. Lobster represented the largest value at $7.5 million, herring at $6.8 million, scallops at $4.7 million and clams at $1 million. These four main commodities grossed $20 million which is 88% of the total value of catches in the region.

Aquaculture (fish farming) - This relatively new industry is still developing and will provide expansion opportunities for the future. In 1988, 36 farms existed and produced $40 million in revenue. The aquaculture industry is rapidly expanding worldwide to keep up with the growing demand for fresh seafood.

Forest Products - Forest products and related services contribute significantly to the economy of the Fundy Region. Irving Pulp and Paper, in Saint John, is one of the largest pulp mills in the country, employing 496, while Rothesay Paper Ltd., a Saint John newsprint producer, employs 550. Lake Utopia Paper is the primary employer in the St. George area, employing 180. The company produces corrugated medium which is used to make cardboard products. St. Stephen's Flakeboard Company Ltd. produces particleboard and employs 200. As well, many sawmills operate throughout the region.

Mining - Potash mining developments have injected new economic strength into the Fundy Region by providing employment and related support business developments in Kings County. This industry is expected to continue to contribute to the local economy for many years to come. Silica sand is also being mined in that area. Gold deposits are being explored in the Mispec area and Belleisle Bay and limestone has been quarried in Saint John for decades.

Shipbuilding - The Canadian Patrol Frigate Program, contracted by the Federal Government to Saint John Shipbuilding Ltd., ensures a bright future for shipbuilding in the Fundy Region with many economic spinoffs. Saint John Shipbuilding Ltd. is capable of building and servicing the world's largest vessels. Sophisticated technology has enabled the company to win contracts for projects as wide-ranging as oil rigs, ice breakers, and state-of-the-art naval frigates.

Food/Beverage Processing - The many area food/beverage companies include Moosehead and Labatt's breweries, the Ganong Bros. candy factory, as well as several produce and meat processors.

Agriculture - Agriculture is another important industry in the Fundy Region and, more particularly, in Kings County. Several of the county's major businesses are milk, cheese and poultry processors, which reflects agricultural ties. Charlotte County produces a variety of fruits and vegetables as well as some dairy and beef products.

Manufacturing - As indicated, there are about 300 manufacturers/processors in the Fundy Region. These companies are significant contributors to the local economy, particularly those which have developed export markets.

Retail and Service - Many municipalities pride themselves on the lack of heavy industry providing a "smokestack free" business and residential environment. In this region there are approximately 3500 retail and service companies employing over 40,000 people.

Tourism - There is significant emphasis on the development of the area's tourism industry. The Region offers impressive attractions ranging from historic sites and scenic countryside to breathtaking coastal vistas.

INDUSTRIAL LAND

The area has an abundance of industrial land available at reasonable prices. There are six industrial parks located in the Region: Champlain Industrial Park near St. Andrews, the Fundy Aquaculture Service Centre in St. George, Sussex Industrial Park in Sussex, and Grandview, McAllister and Spruce Lake industrial parks in Saint John.

Champlain Industrial Park, zoned for light to heavy industry, services most of Charlotte County and connects with Highway 1. In addition, it offers the facilities of Bayside's ice free port with exceptional transportation links by road, sea and rail.

The Fundy Aquaculture Service Centre, located within the town of St. George, was primarily designed to serve the aquaculture industry but accommodates other types of businesses as well. Thirty acres of the 70 acre site is fully serviced with water, sewerage, electricity, and road access.

Sussex Industrial Park serves the needs of light industry. It has access to the Canadian National Railway spur line connecting to passenger and freight service and has direct access to the Trans Canada Highway.

All industrial parks in Saint John are made available for light to heavy industry. **Grandview, Spruce Lake, and McAllister** are all serviced by the Saint John airport, which offers world wide connections, as well as the ice free port of Saint John which provides a sea and land transportation network covering the world. The McAllister and Grandview parks both have Canadian Atlantic Railway industrial track.

TRANSPORTATION

Road

The entry point into the Fundy Region from the United States is located at St. Stephen, which is situated on provincial Highway 1, connecting it to Saint John. The highway continues from Saint John to Sussex, where it meets the Trans Canada. Provincial Highway 7 runs from Saint John to Fredericton, and Provincial Highway 3 runs northward and connects with the Trans Canada Highway. Several major highway transportation companies operate out of Saint John.

S.M.T. bus passenger and parcel delivery are available to all municipalities in New Brunswick.

Rail

Canadian Pacific (C.P.) rail and Canadian Atlantic Railway (C.A.R.- a subsidiary of Canadian Pacific Railway) run through various areas in the region. C.P. offers freight service to St. Stephen, Saint John, St. Andrews, while C.A.R. services the Sussex and Saint John areas.

Air

The Region's largest airport is in Saint John. It provides the services of Air Canada and Canadian Airlines for worldwide connections. Direct flights are available from Saint John to Boston, Montreal, Toronto and Halifax.

St. Stephen's Giddens Memorial Airport can accommodate small planes. It serves Charlotte County.

Sea

Saint John's internationally-known port is ice-free year round and offers exceptional facilities for containers, forest, oil and potash products, and general/break-bulk cargo. It is the nearest port on the eastern seaboard to central Canada. The port of Saint John is served by two transcontinental railway systems.

The Bayside port at Sand Point in Champlain Industrial Park is well serviced with both road and rail networks. This facility accommodates ocean-going vessels year round. Major goods shipped through Bayside include frozen beef, potatoes, frozen tuna and citrus fruits.

ENERGY AND WATER

The region offers several modern power generating plants which sustain present business and residential requirements.

They include one of the world's most modern nuclear power stations, Point Lepreau, which produces 680 megawatts of power and satisfies New Brunswick power needs economically. It also provides a significant source of revenue from exports.

Southern New Brunswick is also fortunate to have excellent and abundant water resources to easily accommodate present and future demands.

PROFILES OF MEMBER MUNICIPALITIES

Saint John

Saint John is situated on the southern coast of New Brunswick and has a population of 76,381.

In 1785, Saint John became Canada's first incorporated city. It quickly flourished in trade, shipbuilding and manufacturing. Saint John has many of the characteristics that mark historical centres.

Today, Saint John is a modern industrial and commercial centre. Impressive transportation facilities (port, highway, rail, air) make it the transportation hub of the region. Ambitious new business developments, excellent shopping, fine restaurants and diverse entertainment make the city a truly unique place to live, work and visit.

St. Stephen

St. Stephen is located in southwestern New Brunswick in Charlotte County and has a population of 5,030.

Since established, the business community has flourished due to St. Stephen's location on the St. Croix River which helped the town's timber and shipbuilding trades to grow. By 1800, St. Stephen, was perhaps the most important port for shipments of timber and lumber in Charlotte County. Lumbering and shipbuilding had all but disappeared by the turn of the century but the survival of St. Stephen was assured through the diversification of its industrial base. However, there are many private woodlots, owned by forestry-related companies such as the Woodlands Division of the Irving group of companies and Georgia Pacific.

Today, major manufacturing and processing companies in the area include the Ganong Bros. confectionery which employs 260, the Flakeboard Co. Ltd. particleboard manufacturer employing 140 and St. Stephen Fence Co. Ltd. with 65 employees. As well, Star-Kist Canada Ltd., a fish plant in nearby Bayside provides employment for 450 area residents when in full production.

St. Andrews

St. Andrews is a small, but impressive community located in Charlotte County, at the southwest corner of New Brunswick. Since the late 1800's, it has been a well-known resort area with a great deal to offer tourists or individuals wanting to locate there. According to the 1986 census, St. Andrews' population was 1,612, but during the summer tourist season the population swells to over 3,000. This dramatic increase in summer population is indicative of the importance of the tourism industry to the economy of St. Andrews.

Another important industry to the St. Andrews area is marine research. The Huntsman Marine Laboratory, the federal government Biological Station and the Atlantic Salmon Federation develop and test new technology to assist in the harvesting of marine resources. All three organizations are involved in the development of the region's aquaculture (fish farming) industry and St. Andrews is on the leading edge of this development.

St. George

St. George is a quiet town of 1,300 located in Charlotte County just off Highway 1. The town was first settled in 1783 at the site of beautiful Magaguadavic Falls. The falls and gorge are a very popular and well-known tourist attraction.

Vast deposits of red granite resulted in quarrying becoming the major industry in St. George for many years. This is evidenced by the "Granite Town" nickname and the impressive red granite post office located downtown.

Lake Utopia Paper Ltd., a corrugating board producer, has long been a significant contributor to the town's economy, employing 180.

Due to its close proximity to the ocean, St. George depends on the fishing and aquaculture industries to provide employment for a significant percentage of its labour force. Connors Bros., in nearby Blacks Harbour, is a major employer with one of the largest sardine factories in the world. Many recent developments have revolved around the aquaculture industry.

Grand Bay

Grand Bay, is a growing town of 3,300 located on the picturesque St. John River in Kings County. In the 19th century, lumbering was the most important industry of the area. Various lumber and grist mills began operation in response to the needs of the shipbuilding industry. The community experienced an influx of people in the early 1900's with the advent of summer residents. On July 1, 1988 Grand Bay recognized its growth by changing its status from village to town.

The steady growth in retail and service establishments in Grand Bay has helped the community prosper. Taxes in commercially- zoned areas, availability of real estate and reasonable rental fees make Grand Bay an attractive town in which to operate a business.

Grand Bay hopes to develop its tourism industry as a result of the increasing demand for nature-oriented vacations. Various related business opportunities have been identified.

Hampton

The village of Hampton, situated on the quietly flowing Kennebecasis River in Kings County, has a population of 3,400.

Forests provided a key resource for growth and many of the first industries revolved around it. In the early 1800's, shipbuilding began to flourish and various mills were established. Through the years, however, agriculture became the backbone of the economy.

Today, the business environment in Hampton is primarily one of retail and service establishments such as lawyers, architects, and general contractors. Its close proximity to both Saint John and Sussex provides additional business and employment opportunities for its residents, within a short driving distance.

Sussex

Located in southern New Brunswick, along the scenic Kennebecasis River Valley of Kings County, Sussex is a relaxed town of 4,000. Early development of a rail line from Shediac to Saint John resulted in the establishment of cheese factories and the production of milk and other dairy products in the area.

While agriculture has always played an important role in the economy, more recently the mining sector has made a significant contribution. The discovery of potash in the area has led to the development of two mines which have been producing for several years. This has greatly increased the prosperity of the town and surrounding area.

The location of Sussex has many advantages. Being centrally located in close proximity to Saint John, Moncton and Fredericton has proved beneficial to industry. The Trans Canada Highway provides easy access to get people and products to their destinations. In addition, a railway station located in the town makes passenger travel and product transportation even more convenient.

Fundy Region Development Commission

Considering developing a business opportunity in the Fundy Region?

The Fundy Region Development Commission can help - free of charge.

The staff can evaluate a business plan or assist with its development by providing valuable publications and advice.

If you're looking for financial assistance, the Commission can guide you through the maze of government programs and the application process.

Maybe you need advice on developing export markets for products or services.

Whatever is required to establish, expand and maintain a successful business venture in southern New Brunswick, contact:

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